

Message

From: Rockx, John [jrockx@kpmg.ca]
Sent: 12/1/2011 5:56:02 PM
To: Ed Houghton [ehoughton@collus.com]; Dean Muncaster [REDACTED]
Subject: RE: Confidential - LDC Premiums

I agree that the enhanced Powerstream price is near the top of the range. A good deal for the Town.

From: Ed Houghton [mailto:ehoughton@collus.com]
Sent: Thursday, December 01, 2011 5:53 PM
To: Rockx, John; Dean Muncaster
Subject: FW: Confidential - LDC Premiums

John & Dean:

John Glicksman sent this to me and suggested I forward it on to you. As you can see, the \$8,000,000 for 50% is paying a premium of 1.6 times book value or in other terms it is tied for 2nd for the highest price paid.

Ed

Mr. Ed Houghton, President & CEO

.....
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From: John Glicksman [mailto:john.glicksman@powerstream.ca]
Sent: December-01-11 5:42 PM
To: Ed Houghton
Cc: Brian Bentz; John Glicksman
Subject: Confidential - LDC Premiums

Ed,

Further to our phone discussion a short while ago, attached is a copy of a slide that we showed to our Board and Shareholders outlining the premiums that we understand to have historically been paid. As discussed, based on our calculations at 8M\$ for 50% of the equity this would put the premium for Collus at 1.60 times book or pretty well the highest that has been paid in the sector. I hope you will find this information useful and please call me if you have any questions regarding it. Good luck in your meeting tomorrow and I look forward to working with you towards a successful conclusion to our negotiations and to working with you and the rest of our team to build our new partnership into a much larger regional presence. Have a great evening,

John

John Glicksman, B. SC., MBA
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